Apply for a Social Sector Solutions Project Today!

**NONPROFITS, SOCIAL VENTURES, GOVERNMENT AGENCIES**
Applications are due on September 10, 2021 for project work that will take place from January through May, 2022

**APPLICATIONS**
socialimpact@haas.berkeley.edu

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"The Economics of Child Abuse: A Study in San Francisco, originally published in 2016 in partnership with S3, has expanded its reach and impact throughout the state, with 30 counties and the State of California having a report and using the data."

-Safe & Sound, Client Team, 2016

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**Social Sector Solutions (S3)** is a 15 week strategy consultation that helps nonprofit clients succeed with entrepreneurial ventures. Since 2007, we have served 148 organizations and worked with 780 students and 87 different McKinsey coaches. S3 is offered by the Center for Social Sector Leadership at the Haas School of Business, UC Berkeley in Partnership with McKinsey & Company.

**MCKINSEY & COMPANY**
- McKinsey Consultant

**MBA STUDENT TEAMS**
- MBA Project Team Lead
- 3 MBA/Other Graduate Students
- 1 Undergraduate Student

**S3 INSTRUCTORS**
- Paul Jansen, Director Emeritus McKinsey & Company
- Nora Silver, Ph.D., Center Adjunct Professor
- Haas School of Business

**The Business Of Making A Difference Starts Here**
socialimpact@haas.berkeley.edu

For more information please contact: Nora Silver, Director and Adjunct Professor Center for Social Sector Leadership silver@haas.berkeley.edu
NONPROFITS, SOCIAL VENTURES, GOVERNMENT AGENCIES
Solve a major organization issue
Nonprofit organizations seeking new business approaches to complex strategic and organizational challenges are encouraged to apply to become an S3 client. Nonprofits work with a team of energetic students and provide 10-15 hours per week to drive success in the project.

Benefit from 900 hours of student consultant work
- Leverage the latest academic and consulting thinking in strategy, marketing, finance and more to reach an innovative solution
- Work with a team of Haas MBAs and McKinsey consultants in a collaborative and professional environment

MBA STUDENT TEAM
Apply your skills to make a real impact
S3 offers students an experiential learning opportunity to work directly with a nonprofit organization and make a real social impact. McKinsey consultants partner with the student teams and provide direct project coaching.

Contribute to a rewarding team experience
- Semester-long group project
- 8-12 hours of project work per week (including class time and team meetings)
- Team deliverables: scoping letter, workplan, storyline, midterm progress review and final client presentation
- 3 unit course (MBA 292N) offered every spring semester

“A McKinsey’s collaboration with Haas’ Center for Social Sector Leadership has been greatly beneficial for both organizations. S3 is a very popular opportunity as it gives our consultants a chance to play a different problem solving role with highly motivated student teams, to learn more about local nonprofits, and to give back to the community. The students get a chance to work in a very hands-on manner with a nonprofit, get coaching from an experienced consultant, and to develop skills in both consulting and the nonprofit sector.”
- Paul Jansen, Director Emeritus, McKinsey & Company

Real Projects. Real Results.
Nonprofit clients represent a range of social sub-sectors and offer students the opportunity to tackle a variety of business challenges in the social sector.

A sample of past clients and projects include:

<table>
<thead>
<tr>
<th>CLIENT</th>
<th>PROJECT</th>
<th>RESULT</th>
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<tbody>
<tr>
<td>Acumen (Impact Investing)</td>
<td>Metrics to measure social impact and financial return at Acumen and in impact investing</td>
<td>Created strategy for investing in the US resulting in 15 investments to date. After successful entry, a team is working with them now to develop approaches to use customer data to inform investment decisions, improve investee performance and demonstrate impact.</td>
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<td>Education Pioneers (Education)</td>
<td>Expansion Planning Tool with market analysis to support organizational strategic planning</td>
<td>Developed a growth strategy that has led to a doubling of their footprint in the US with over 4000 trained alums engaged with US education organizations</td>
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<tr>
<td>Safe &amp; Sound, formerly the SF Child Abuse Prevention Center (Children/Families)</td>
<td>Business strategy to influence state and local action on child abuse prevention, based on cost analysis</td>
<td>Implementation of changes to SF government policy towards prevention. Success of that effort also led to another project to roll the approach out to a statewide level and inform the efforts of local communities to reduce child abuse</td>
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“[The S3 team] took an area of huge strategic importance, scoped it down to an addressable need, and provided valuable and actionable recommendations to our team. Everyone on the Acumen team has been impressed with the thoughtfulness and professionalism throughout this project.”
- Amon Anderson, Director, Acumen